



CRAFT

Alito Joint Farmers Multipurpose Cooperative Society Ltd: Brightening Farmers' Hope in Soybean amidst Climate threat

[Using climate-smart technologies and practices to Increase soybean productivity and market]



Soybean in Uganda

Soybean (*Glycine max.*) has a huge nutritional and economic benefit to farmers and all actors in the crop's value chain. It contains necessary nutrients for healthy diets and can also be processed and sold as soy flour and milk. However, these qualities alone are not enough for farmers to produce more. Having constraints in input supply, storage, low prices; then rising temperatures, and unpredictable rainfall further affect soybean productivity. For farmers to grow the needed soybean quantities, ALITO, a CRAFT Business champion, is adopting climate-smart sustainable production methods and linking them to remunerative markets.

CRAFT, also Climate Resilient Agribusiness for Tomorrow, is a project committed to capacitating Agro-based Small and Medium Scale Enterprises (SMEs) to ably support smallholder farmers develop key crop value chains that can survive the impact of extreme climate now and in the future.

About Alito Joint Farmers Multipurpose Cooperative Society Ltd (ALITO)

ALITO is an edible oil seeds company specializing in the production and supply of soybeans, sunflower, and Sesame (simsim). The company started in 1998 as a Community-Based Organization (CBO) based in Kole district-Northern Uganda. Since its founding, the membership of ALITO has grown with members spread

across ten districts in the region; and continues to attract more business investment.

With a commitment to farmers, ALITO currently works with close to 2,000 smallholder farmers (SHFs) and seeks to scale its network of farmers to 5,500 in the next three years.

Climate Smartness

For climate smartness, ALITO is ensuring the targeted 5,500 SHFs receive climate-resilient and sustainable seeds such as the Maksoy (3N & 5N) varieties. It is also training the engaged farmers on climate-smart agriculture using the farmer field schools and the demos gardens strategy. As a result the approach is stimulating further community adoption beyond the targeted farmers. Furthermore, the company is availing post-harvest-handling equipment such as tarpaulins to assist in reducing crop harvest losses.

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Targets

Smallholder Farmers	Producer groups	Value-chain Actors	Yield
5,500 	167 	50; Aggregators, 6 Extension providers, 2 Financial service providers 	3,575 MT (Metric tons per year) 

Target market segments and consumers

So far, ALITO has targeted big off-takers such as Frontier Commodities and Mukwano Industries, an edible oil processor. The company also seeks to extend its market base to include other off-takers and processors such as Mt Meru millers, Agriexim and Ngetta Tropical. To engage its target, ALITO is in the process of brokering for a formal contract with the mentioned off-takers and processors.

Partners

Under the CRAFT project, ALITO's main partners are DFCU Bank, M-Omulimisa, Farmers, MUARIK, certified seed multipliers, and MAAIF.

Key Objectives and Outcomes

Enhance the capacity of 5,500 smallholder farmers to improve soybean output by 15% through climate-smart agronomy, linkages to input suppliers, and mechanized farming by 2022.	5,500 SHF contracted and capacity build to adopt CSA practices.	
	<ol style="list-style-type: none"> 1) Mobilize and engage farmers on scheduled contract farming agreements. 2) Facilitate and mentor leadership, business management skills, marketing, and financial inclusion. 3) Facilitate and Link farmers to Input and mechanization service providers. 4) Recruitment and train 167 TOTs on CSA ultimate to train the SHFs and follow up on the adoption of CSA. 	
Improve resilience to climate Change amongst targeted farmers through the promotion of appropriate climate-smart agricultural practices.	Adoption of CSA practices for increased productivity	
	<ol style="list-style-type: none"> 1) Facilitate and Set up 50 demo farms to showcase CSA practices and technologies. 2) Profile and link TOT service providers and SHFs to extension and business developments services. 	
Improve efficiency in soybean inputs delivery, agronomy, and markets access	Facilitating inputs, production, financial, and marketing services	
	<ol style="list-style-type: none"> 1) Mapping strategic and establishing inputs delivery channels 2) Organized inputs sourcing, accredited suppliers and link with financial service providers. 3) Conduct farmers deal-making business workshops for VC actors interaction and farmers exposure 	
Improve business turnover by at least 10% through developing new market channels and increasing volumes of soybean marketed.	Increased supply of volume and sales of soybean	
	<ol style="list-style-type: none"> 1) Increase working capital to increase the volume of procured grains. 2) Maintains relationships with off-takers like Frontier Commodities and Mukwano Industries. Then establishes new relationships with other off-takers including Mt Meru millers, Agriexim and Ngetta Tropical. 	
Business case budget	Total: € 357986.17	Own funds; 71%